

Message Text

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INFO OCT-01 AF-10 ISO-00 EB-11 SS-20 RSC-01 PCH-02 /045 R

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DRAFTED BY: COM/BIC/OIM/SAD:EJWASON

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STATE/AF/N:GMLANE

STATE/EB/CBA/OCA/BR:IAWILLIAMSON

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R 012240Z MAR 74

FM SECSTATE WASHDC

TO AMCONSUL CASABLANCA

AMEMBASSY RABAT

AMEMBASSY TUNIS

INFO USINT ALGIERS BY POUCH

UNCLAS STATE 041766

E.O. 11652: N/A

TAGS: BEXP, AG, MO, TS

SUBJ: HOSPITAL AND MEDICAL EQUIPMENT TRADE MISSION

REF: USDOC 2872

1. MISSION MEMBERS FROM FIRMS IDENTIFIED REFTEL ARE:

A) RALPH PUCK, EXPORT MANAGER, HILL-ROM, INTERESTED IN DIRECT SALES, DISTRIBUTORSHIP AND DISCUSSION MANUFACTURING, ASSEMBLY ARRANGEMENTS. B) ELBERT P. HUEY, PRESIDENT, AND FRANK L. KINDA, TREASURER, COMFO-DENT CORPORATION INTERESTED IN DIRECT SALES, DISTRIBUTORSHIP AND WILL CONSIDER LICENSING ARRANGEMENTS. C) DAVID S. JOSEPH, VICE PRESIDENT, INTERNATIONAL HEALTH FACILITIES, INC., OFFERS COMPLETE HOSPITALS (TURNKEY) INCLUDING DESIGN, EQUIPMENT, CONSTRUCTION. ALSO INTERESTED SALE PREFABRICATED 100-BED HOSPITALS AND CLINICS. HE WILL BE ACCOMPANIED BY OTTO S. KOVATS, REPRESENTING BELLANTE, CLAUSS, MILLER AND NOLAN ARCHITECTS, ENGINEERS, PLANNERS, SCRANTON, UNCLASSIFIED

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PENNSYLVANIA, A MAJOR OWNER SUBJECT FIRM. D) LASZLO J.

SCHMIDT, EXPORT SALES MANAGER, DAMON/IEC DIVISION
INTERESTED DIRECT SALES AND AGENCY ARRANGEMENTS.
E) J.M. WALKER, PRESIDENT, CHATTANOOGA PHARMACAL CO.
INTERESTED IN DIRECT SALES TO GOVERNMENT USERS, SURGICAL
AND HOSPITAL EQUIPMENT DEALERS, PHYSIOTHERAPISTS AND M.D.S.

2. ADDITIONAL FIRMS/MEMBERS ARE: A) ROBERT H. UPHOFF,
MANAGER, INTERNATIONAL DEPARTMENT, PILLING CO., FORT
WASHINGTON, PENNSYLVANIA. FIRM PRODUCES THORACIC AND
CARDIOVASCULAR INSTRUMENTS, COLD LIGHT ENDOSCOPIC
INSTRUMENTS. DESIRE SELL DIRECT OR THROUGH DISTRIBUTOR.
B) WILLARD B. HUNTER, SALES ENGINEER, INTERNATIONAL
DIVISION, RITTER CO. FIRM MANUFACTURES INCLUDE SURGICAL
TABLES, ENT UNIT AND CHAIR, CRYOSURGICAL INSTRUMENTS,
ELECTRO-SURGICAL EQUIPMENT AND SUPPLIES, AUTOCLAVES,
SURGICAL LIGHTS, THE VITRON (DEVICE USING LOW INTENSITY
DIRECT CURRENT TO INCREASE HEALING RATE BEDSORES),
KRYOSTIK (FOR NON-SURGICAL HEMORRHOID REMOVAL) AND FULL
RANGE DENTAL EQUIPMENT. INTERESTED DIRECT SALES AND
DISTRIBUTORSHIP. REPRESENTED BY CHADLY ZOUITEN SOCIETE
TUNISIENNE CINE PHOTO TUNIS AND ROBERT JUTHIER, SERVICE
D'EQUIPMENT DES HOSPITAUX ET LABORATOIRES, CASABLANCA.
HUNTER DESIRES APPOINTMENTS BOTH FIRMS.
C) GEORGE GARAMY, EXPORT MARKETING MANAGER, FRIGITRONICS
OF CONN INC., SHELTON, CONNECTICUT. FIRM PRODUCES
CRYOSURGICAL EQUIPMENT, SURGICAL MICROSCOPES, BINOCULAR
INDIRECT OPHTHALMOSCOPIES AND CARDIOMETERS. INTERESTED
IN DIRECT SALES AND AGENCY ARRANGEMENTS.
D) JAN C.H. VAN UUM, SALES MANAGER, JEWETT INTERNATIONAL
CORPORATION. PARENT FIRM, JEWETT REFRIGERATION CO., INC.
MANUFACTURES MORGUE, PHARMACEUTICAL, BIOLOGY REFRIGERATORS
AND FREEZERS, AUTOPSY TABLES. DESIRE TO SELL DIRECT OR
THROUGH DISTRIBUTOR.
E) CHARLES R. STROMMER, DIRECTOR OF SALES, GARRETT
INTERNATONAL SA, GENEVA, SWITZERLAND, SUBSIDIARY OF THE
GARRETT CORPORATION, LOS ANGELES, CALIFORNIA. FIRM
PRODUCES MOBILE HOSPITAL SYSTEMS FOR USE IN DISASTER
SITUATION. DATA REGARDING DISTRIBUTION METHOD AND
WHETHER PRESENTLY REPRESENTED HOST COUNTRIES WILL FOLLOW.

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3. EXPECT TWELVE FIRMS ON MISSION.

4. FIRMS REPRESENTED BY TWO PERSONS SHALL EACH BE
SCHEDULED AS IF ONE INDIVIDUAL, I.E. EACH APPOINTMENT
SHALL BE KEPT BY THE TWO PERSON TEAM. CASEY

NOTE BY OC/T: POUCHED ALGIERS.

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